

## **DO YOU WANT TO CLIMB THE MOUNTAIN?**

In any industry, you'll find professionals who are content with "camping out" at a certain level of development. You'll also find a rare breed that are never content and look to continually learn and grow. At the Pacers, we pride ourselves on seeking out those "climbers" to be a part of our team. We want people who want to be the best and are never satisfied with simply maintaining the status quo. Come take that next step in your career with us today!

## **BE A PART OF THE FIELDHOUSE OF THE FUTURE**

Bankers Life Fieldhouse hosts 550 events per year with over 1.7M visitors. The Fieldhouse is currently in the midst of a \$360M renovation to make what is regarded as one of the best basketball arenas in the world even better! The renovations are scheduled to be completed in the summer of 2022 and feature new clubs, suites, hospitality, and group areas, along with upgrades to seats, concourses, and the game experience. This is an incredible opportunity to expand your career marketing an iconic venue!

## **TRAIN LIKE A CHAMPION**

The Pacers believe in constant improvement. We believe in training, training, and more training. Our leadership team will be working with you every step of the way to ensure you become a champion. Our team will provide mentorship based on their combined 40+ years of sports sales and management experience. They'll be on the ground with you on sales calls, meetings, and provide dedicated individual/team training sessions consisting of some of the best sales training in the business. Additionally, you'll have support from an accomplished senior leadership team including a Sports Business Journal Forty Under 40 Award Winner, and an executive that is an architect of the longest sellout streak in professional sports history.

## **THE GAME PLAN**

Group Event Specialists are focused on generating group ticket and hospitality sales through prospecting businesses, churches, schools, youth leagues, clubs and organizations, and much more. This position will manage relationships with current group clients while assisting them with their event through planning and execution. Group Event Specialists will work various community and in-arena events along with 41+ home games.

## **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Prospect or cold call for group ticket leads.
- Provide customer service for various issues during games and normal business hours.
- Sell group packages to individual games to area groups (companies, schools, churches, youth groups, etc.).
- Set up and manage information table(s) and/or greeting table(s) at trade shows or other events that may help PS&E establish relationships and sell more tickets, group or otherwise.

- Game day responsibilities include:
  - Coordinating pre-game and post-game events for group clients.
  - Planning, organizing and hosting events and receptions in various meeting spaces at Bankers Life Fieldhouse.
  - Man greeting/information table at Bankers Life Fieldhouse events.
  - Assist in the ticket order process.
  - Being available to handle and resolve “game emergency” situations with group ticket holders or any other customer if needed.
- Other duties as assigned.

#### **QUALIFICATION REQUIREMENTS:**

To perform this job successfully, an individual must be able to perform each duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. The candidate must have a strong work ethic and a burning desire to build a career in professional sports.

#### **EDUCATION and/or EXPERIENCE:**

Bachelor’s degree (B.A.) from a four-year college or university, and direct sales experience including selling directly to public/consumers is preferred.

#### **LANGUAGE SKILLS:**

Ability to communicate effectively (oral & written) with all types of clients, co-workers, and the general public, as well as in stressful situations and when working under rigid timelines.

#### **MATHEMATICAL SKILLS:**

Knowledge to apply mathematical operations to such tasks as analyzing costs, making change, and figuring statistics.

#### **REASONING ABILITY:**

Ability to define problems, collect data, establish facts and draw conclusions. Ability to interpret directions and technical diagrams.

#### **PROBLEM SOLVING REQUIREMENTS:**

When dealing with prospects, clients, and customers, employee must show discretion when making recommendations on seating, package decisions, pricing, etc.

**PHYSICAL AND ENVIRONMENTAL DEMANDS:**

The physical demands and work environment characteristics described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to sit, stand, walk, move heavy objects, use a computer, use a 10-key calculator, use a telephone, speak, hear, write, and lift up to 10 pounds.

While performing the duties of this job, the noise level in the office work environment is usually moderate and the noise level in the Fieldhouse / game environment is usually loud. The stress level may become high during certain times of the year.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex, sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class.